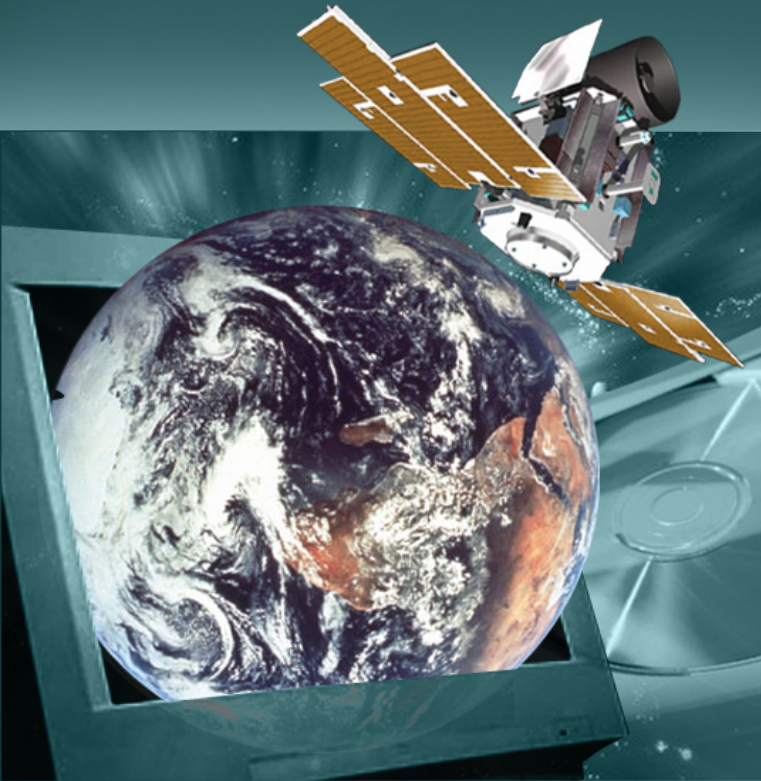


# NASA HBCU/MI Technology Infusion Road Tour University of Las Vegas NV

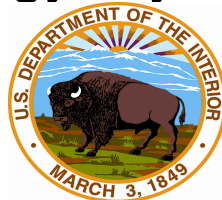


STINGER  
GHAFFARIAN  
TECHNOLOGIES

*Building Successful Partnerships  
with HBCU/MI*

Federal Government Prime Contractor / SBA 8a Graduate  
Core Competencies:

- Engineering: Spacecraft, Systems and Instruments, Software engineering, systems engineering and integration
- Scientific Analysis: Orbital and Global Climate Change Analysis
- Mission Operations: Human spacecraft and weather Operations
- Information technology: Cyber Security, Enterprise Computing



Supporting seven NASA centers, Ames, Glenn, Goddard, JSC, Kennedy, Langley, and Stennis

Additional Federal Clients: Dept. of Transportation/FAA, Dept. of Interior, Dept. of Defense, GSA, and NOAA

## *What are the Challenges?*

**1) Understand Federal contract types and required terms and conditions, specifically Federal Acquisitions Regulations (FAR) and NASA Federal supplements (NFS).**

*Federal Prime Contractors are required to flow down specific FAR clauses to subcontractors, may apply to HBCU. Discuss with Prime and become familiar with the flow down clauses.*

**2) Identify HBCU/MI primary contact with the appropriate authority to discuss potential subcontracting opportunities. What is the process; how do we do business with your University. (Provide a Back up Point of Contact (POC) if possible)**

- *Avoid delay in identifying and establishing an opportunity to do business*
- *Meeting the requirements on time*

**3) Responsiveness to Request for Proposals (RFP)** – Government has strict guidelines and response time requirements that must be met for each opportunity.

- *Understand the RFP proposal delivery requirements. Anticipate lead time for proposal process.*
- *Prime Contractor and HBCU to discuss the expectations, such as, Scope of Work (SOW), contract commitments, and delivery. Ensure your team, POC and processes are in place to meet the deliverables.*

### **Recommendations:**

- ☐ *Stay engaged with the Prime contractor during the proposals process, as information/data may be required.*
- ☐ *Be responsive to timelines and schedules to meet delivery requirements*
- ☐ *Develop a Capability Overview of the HBCU procedures to perform Federal subcontracting work. Include relevant technology expertise, approval process and delivery time to complete request and designated POC.*



**Chemise Smith**

*[csmith@sgt-inc.com](mailto:csmith@sgt-inc.com)*

*[www.sgt-inc.com](http://www.sgt-inc.com)*

**Thank you!!**